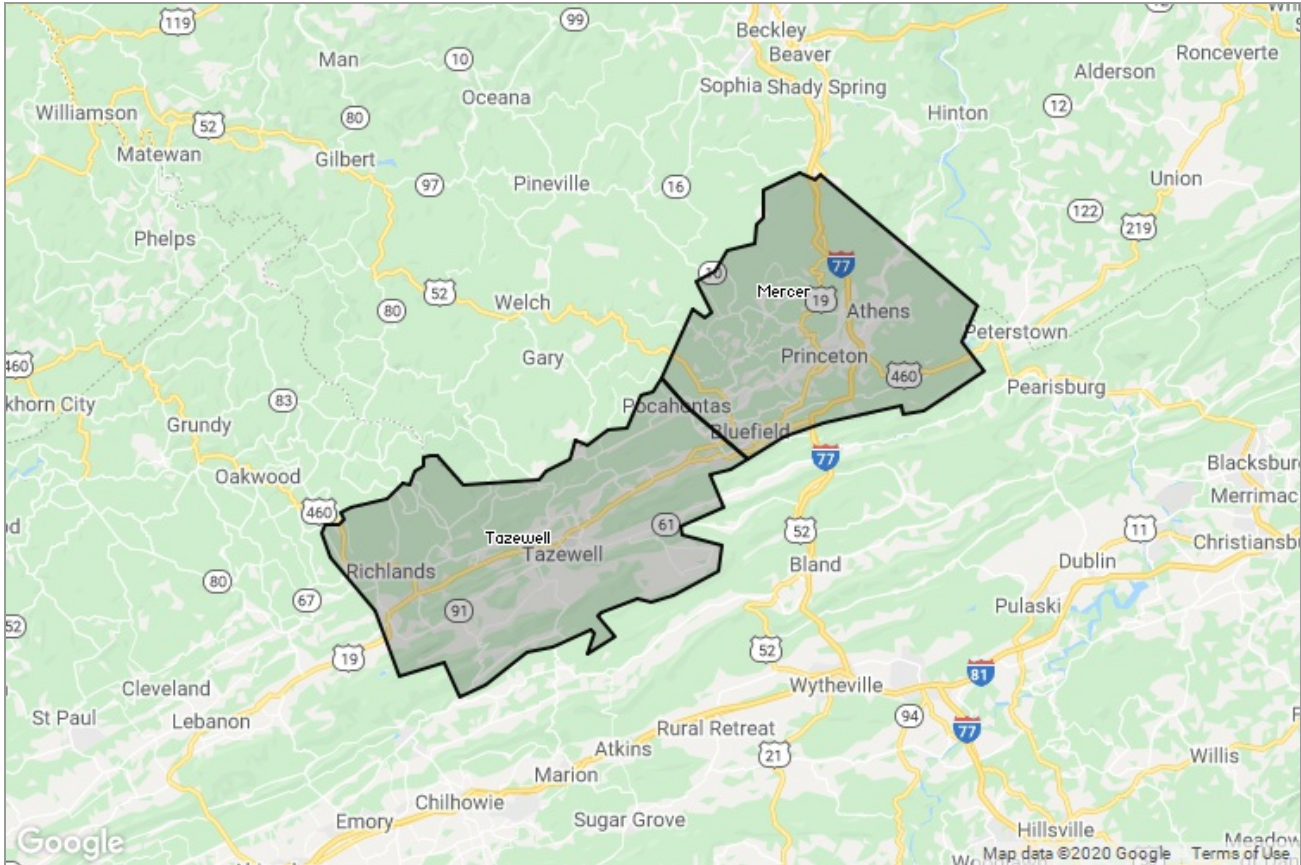




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2019 – 3/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/06/2020

**Scheduled:** Yes

Presented by

**Mercer-Tazewell County Board of REALTORS®**

(304) 487-3443

Other: <http://www.mtcbrmls.com/>

1460 Main St  
Box 3  
Princeton, WV 24740

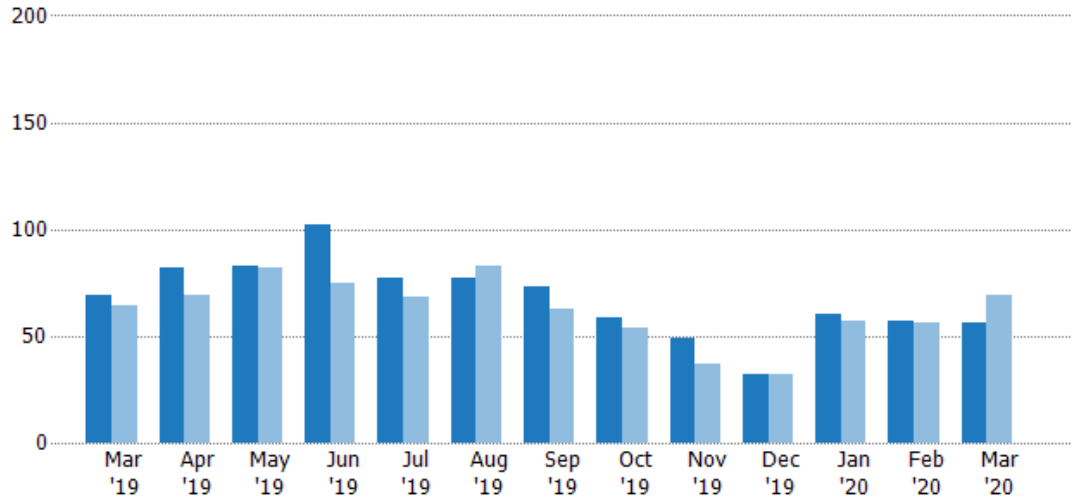
## New Listings

The number of new residential listings that were added each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Mar '20	56	-18.8%
Mar '19	69	7.8%
Mar '18	64	9.4%



Current Year	69	82	83	102	77	77	73	59	49	32	60	57	56
Prior Year	64	69	82	75	68	83	63	54	37	32	57	56	69
Percent Change from Prior Year	8%	19%	1%	36%	13%	-7%	16%	9%	32%	0%	5%	2%	-19%

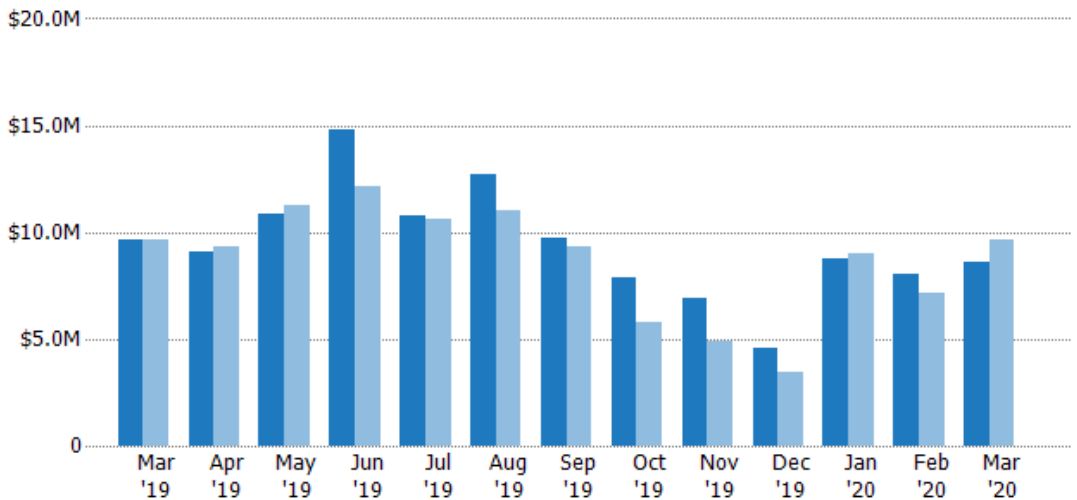
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Mar '20	\$8.59M	-10.8%
Mar '19	\$9.63M	-0.3%
Mar '18	\$9.66M	4.1%



Current Year	\$9.63M	\$9.09M	\$10.8M	\$14.8M	\$10.8M	\$12.7M	\$9.75M	\$7.91M	\$6.94M	\$4.57M	\$8.72M	\$8.08M	\$8.59M
Prior Year	\$9.66M	\$9.32M	\$11.3M	\$12.2M	\$10.6M	\$11M	\$9.29M	\$5.76M	\$4.93M	\$3.47M	\$9M	\$7.19M	\$9.63M
Percent Change from Prior Year	0%	-2%	-4%	21%	2%	15%	5%	37%	41%	32%	-3%	12%	-11%

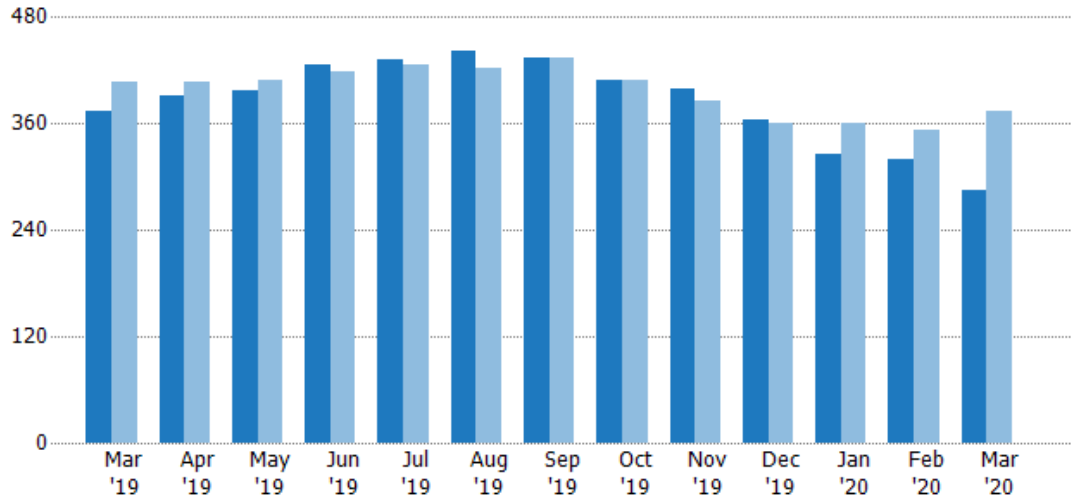
## Active Listings

The number of active residential listings at the end of each month.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Mar '20	284	-23.9%
Mar '19	373	-8.1%
Mar '18	406	2.7%



Current Year	373	392	397	426	432	441	434	408	399	364	326	319	284
Prior Year	406	407	408	418	427	423	434	409	385	360	361	353	373
Percent Change from Prior Year	-8%	-4%	-3%	2%	1%	4%	0%	0%	4%	1%	-10%	-10%	-24%

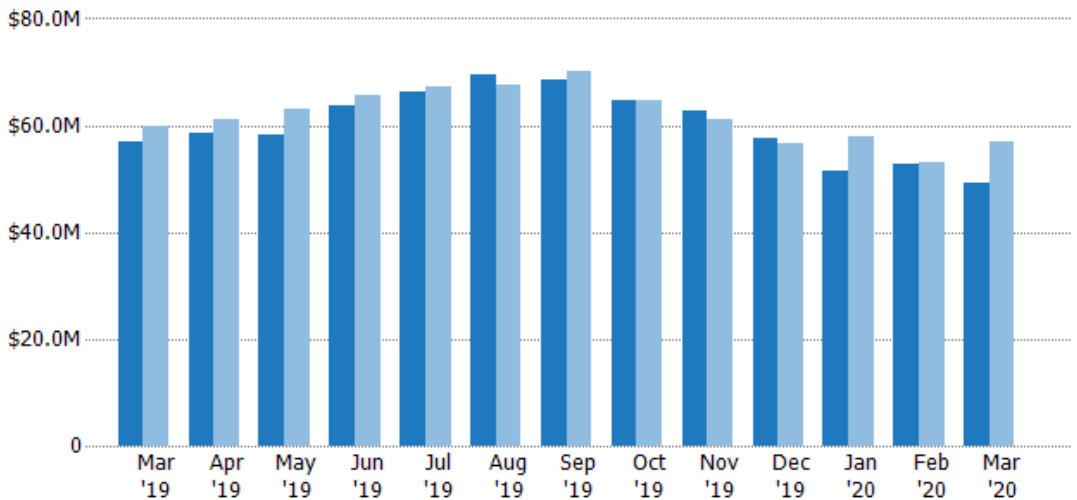
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Mar '20	\$49.2M	-13.7%
Mar '19	\$56.9M	-5%
Mar '18	\$59.9M	2.1%



Current Year	\$56.9M	\$58.7M	\$58.3M	\$63.9M	\$66.4M	\$69.4M	\$68.5M	\$64.8M	\$62.7M	\$57.5M	\$51.5M	\$52.8M	\$49.2M
Prior Year	\$59.9M	\$61.1M	\$63M	\$65.7M	\$67.2M	\$67.4M	\$70.1M	\$64.6M	\$61.2M	\$56.8M	\$57.8M	\$53.1M	\$56.9M
Percent Change from Prior Year	-5%	-4%	-7%	-3%	-1%	3%	-2%	0%	2%	1%	-11%	-1%	-14%

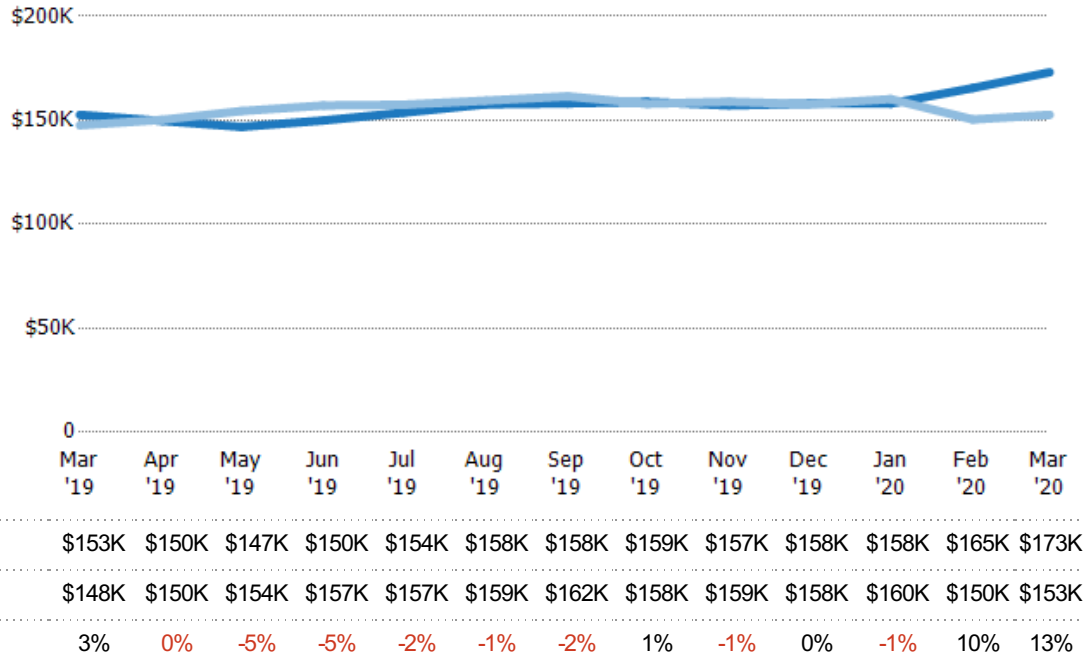
## Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Price	% Chg.
Mar '20	\$173K	13.4%
Mar '19	\$153K	3.4%
Mar '18	\$148K	-0.6%



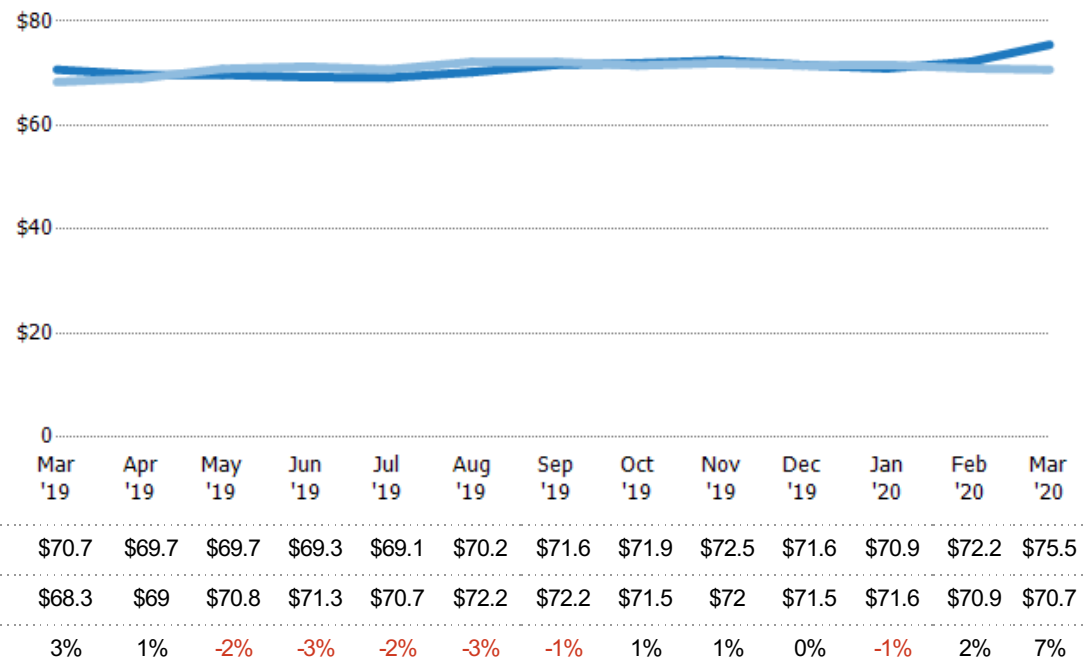
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Price/sq ft	% Chg.
Mar '20	\$75.5	6.8%
Mar '19	\$70.7	3.5%
Mar '18	\$68.3	2.6%

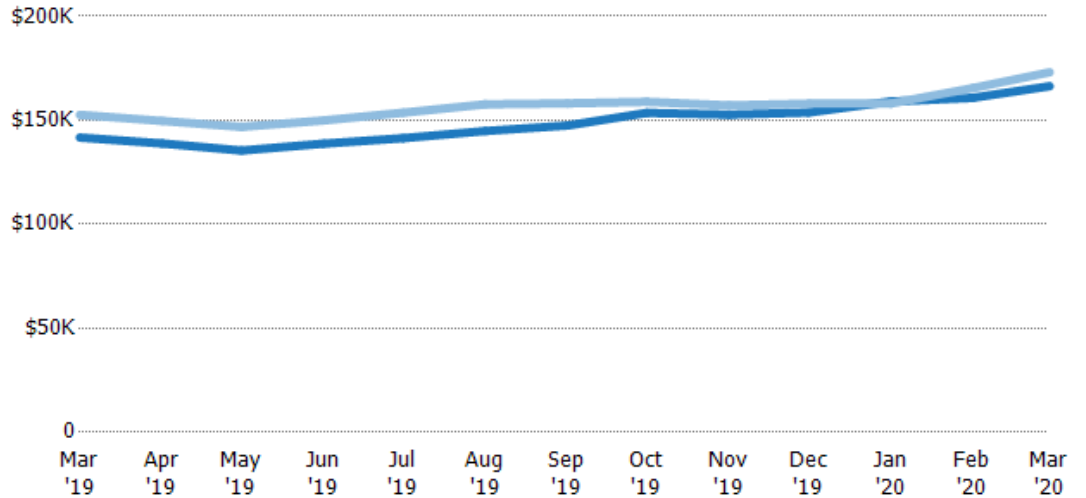


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia



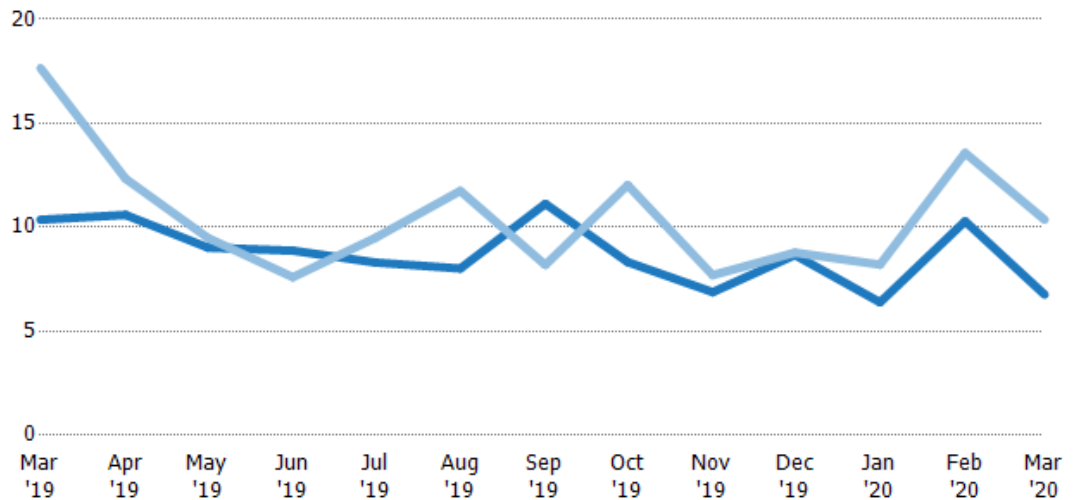
Avg Est Value	\$142K	\$139K	\$135K	\$139K	\$141K	\$145K	\$147K	\$154K	\$153K	\$154K	\$159K	\$161K	\$166K
Avg Listing Price	\$153K	\$150K	\$147K	\$150K	\$154K	\$158K	\$158K	\$159K	\$157K	\$158K	\$158K	\$165K	\$173K
Avg Listing Price as a % of Avg Est Value	108%	108%	108%	108%	109%	109%	107%	103%	103%	103%	99%	103%	104%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia



Month/Year	Months	% Chg.
Mar '20	6.76	-34.7%
Mar '19	10.4	-41.3%
Mar '18	17.7	12.5%

Current Year	10.4	10.6	9.02	8.88	8.31	8.02	11.1	8.33	6.88	8.67	6.39	10.3	6.76
Prior Year	17.7	12.3	9.49	7.6	9.49	11.8	8.19	12	7.7	8.78	8.2	13.6	10.4
Percent Change from Prior Year	-41%	-14%	-5%	17%	-12%	-32%	36%	-31%	-11%	-1%	-22%	-24%	-35%

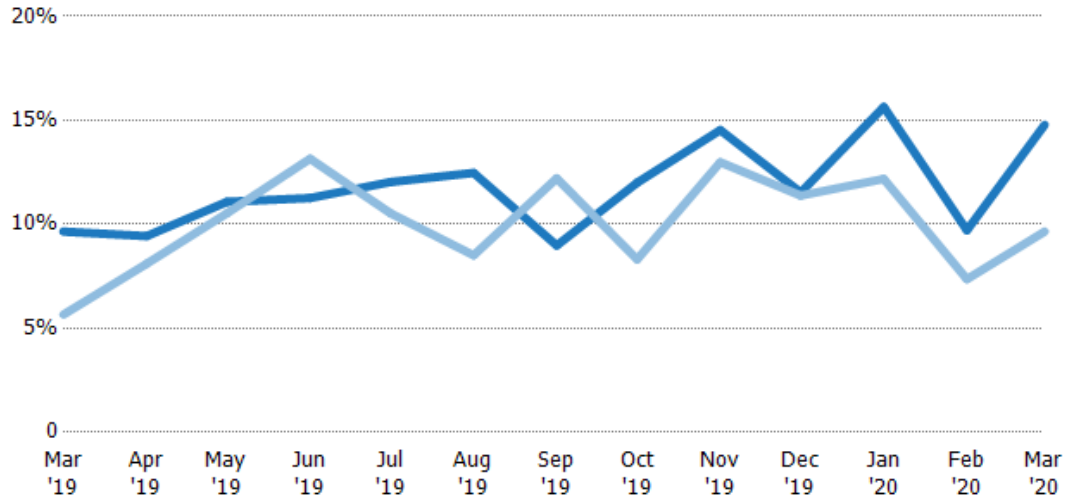
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Rate	Chg.
Mar '20	15%	-5.1%
Mar '19	10%	-4%
Mar '18	6%	-11.1%



Current Year	10%	9%	11%	11%	12%	12%	9%	12%	15%	12%	16%	10%	15%
Prior Year	6%	8%	11%	13%	11%	9%	12%	8%	13%	11%	12%	7%	10%
Change from Prior Year	-4%	-1%	-1%	2%	-2%	-4%	3%	-4%	-2%	0%	-3%	-2%	-5%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia



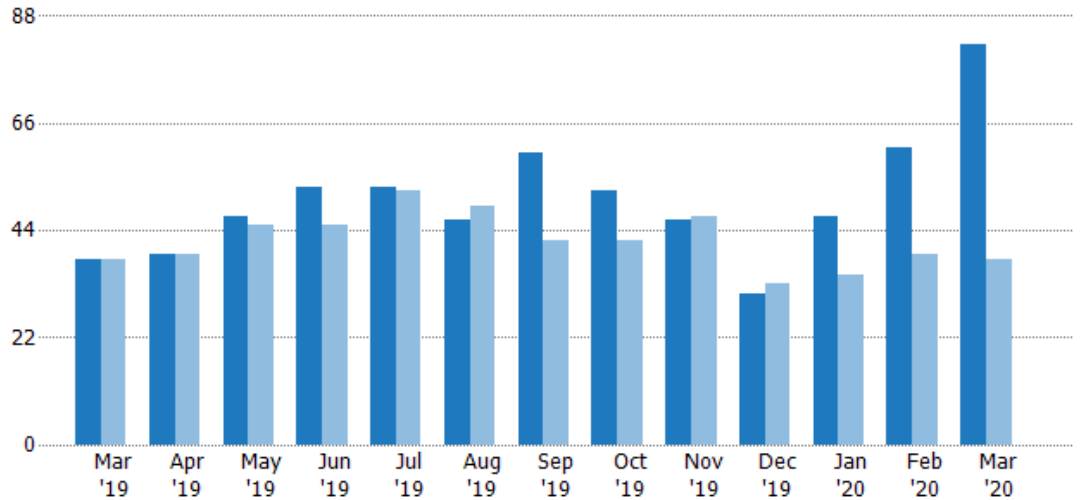
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Mar '20	82	115.8%
Mar '19	38	0%
Mar '18	38	28.9%



Current Year	38	39	47	53	53	46	60	52	46	31	47	61	82
Prior Year	38	39	45	45	52	49	42	42	47	33	35	39	38
Percent Change from Prior Year	0%	0%	4%	18%	2%	-6%	43%	24%	-2%	-6%	34%	56%	116%

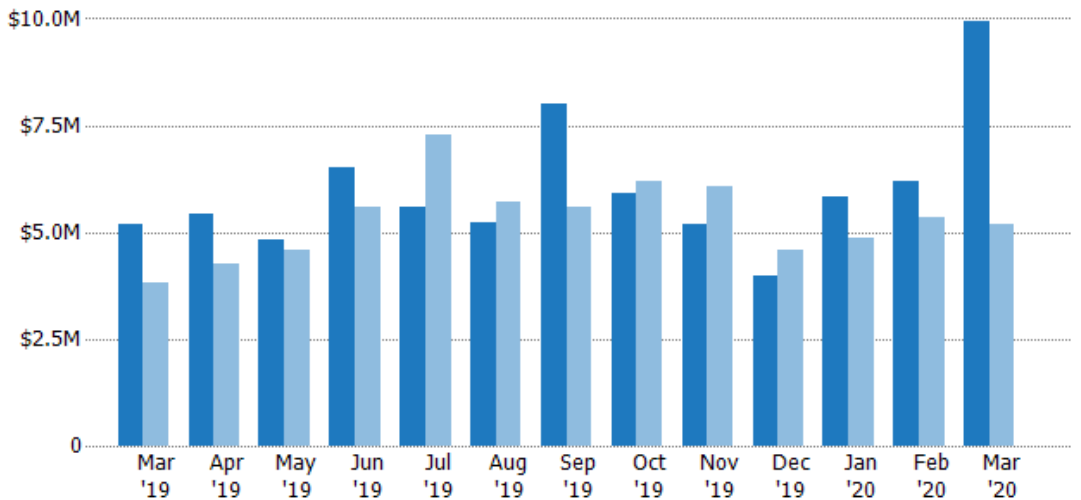
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Mar '20	\$9.93M	91.8%
Mar '19	\$5.18M	35.6%
Mar '18	\$3.82M	40.8%



Current Year	\$5.18M	\$5.43M	\$4.82M	\$6.5M	\$5.6M	\$5.23M	\$8M	\$5.9M	\$5.18M	\$3.99M	\$5.81M	\$6.21M	\$9.93M
Prior Year	\$3.82M	\$4.27M	\$4.59M	\$5.57M	\$7.29M	\$5.73M	\$5.6M	\$6.2M	\$6.06M	\$4.59M	\$4.85M	\$5.36M	\$5.18M
Percent Change from Prior Year	36%	27%	5%	17%	-23%	-9%	43%	-5%	-14%	-13%	20%	16%	92%

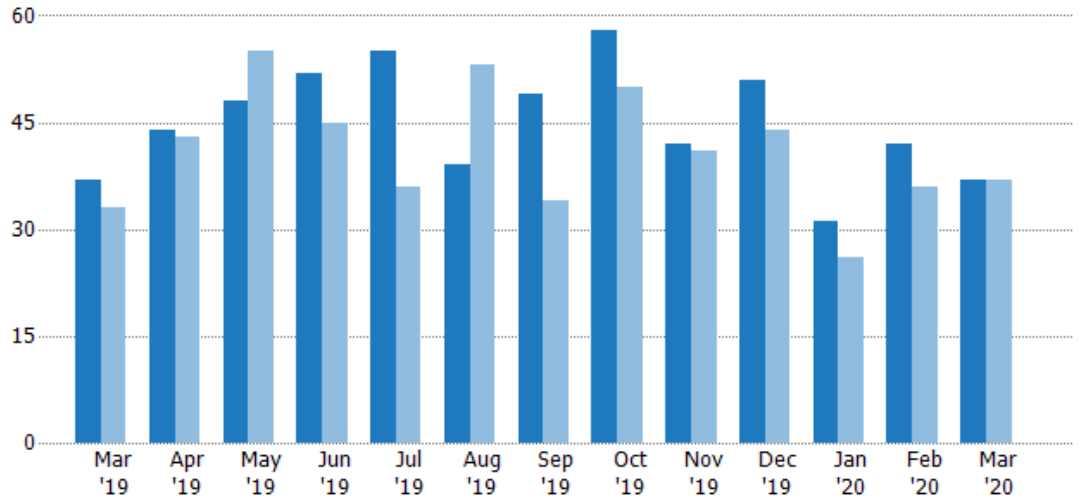
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Mar '20	37	0%
Mar '19	37	12.1%
Mar '18	33	6.1%



Current Year	37	44	48	52	55	39	49	58	42	51	31	42	37
Prior Year	33	43	55	45	36	53	34	50	41	44	26	36	37
Percent Change from Prior Year	12%	2%	-13%	16%	53%	-26%	44%	16%	2%	16%	19%	17%	0%

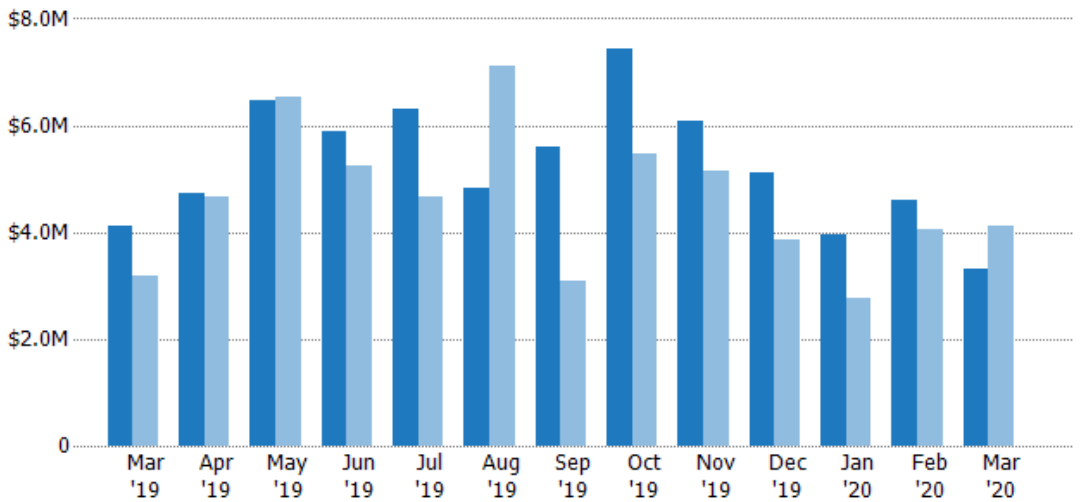
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Mar '20	\$3.31M	-19.9%
Mar '19	\$4.13M	29.9%
Mar '18	\$3.18M	22.3%



Current Year	\$4.13M	\$4.71M	\$6.46M	\$5.89M	\$6.3M	\$4.83M	\$5.59M	\$7.45M	\$6.07M	\$5.12M	\$3.95M	\$4.58M	\$3.31M
Prior Year	\$3.18M	\$4.66M	\$6.53M	\$5.26M	\$4.68M	\$7.1M	\$3.1M	\$5.46M	\$5.14M	\$3.85M	\$2.76M	\$4.05M	\$4.13M
Percent Change from Prior Year	30%	1%	-1%	12%	35%	-32%	80%	36%	18%	33%	43%	13%	-20%

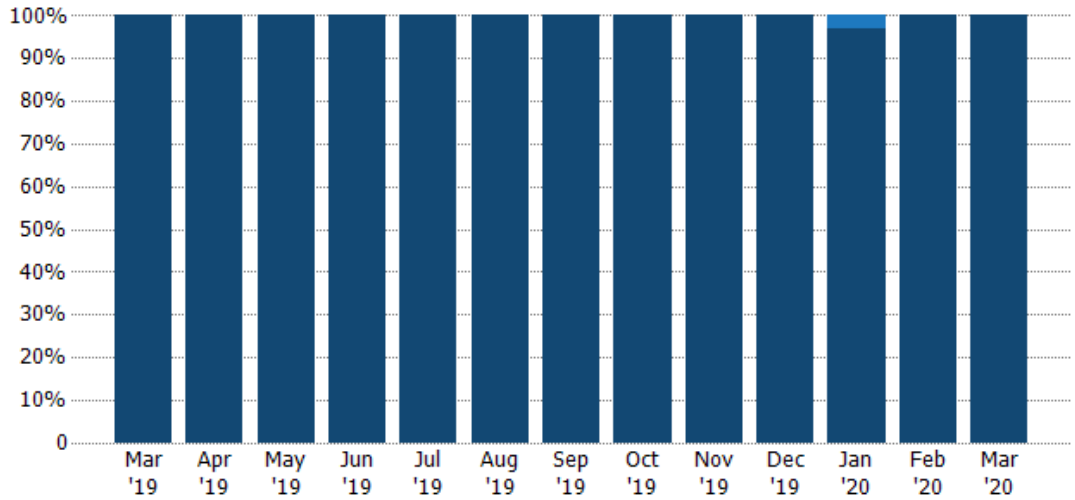


## Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia



Property Type	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	3%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%	100%

## Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia

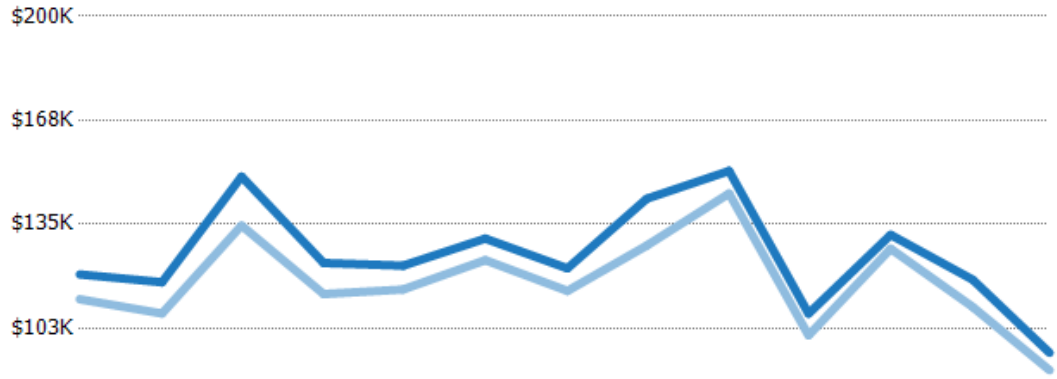


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
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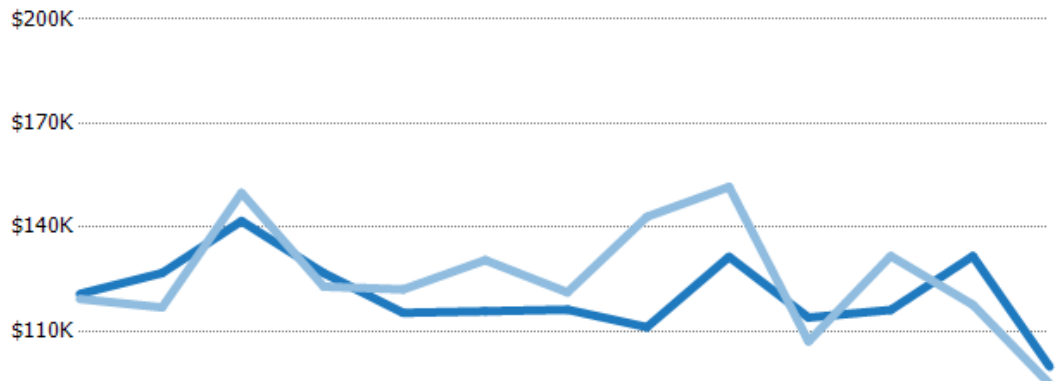
Avg List Price	\$119K	\$117K	\$150K	\$123K	\$122K	\$131K	\$121K	\$143K	\$152K	\$107K	\$132K	\$118K	\$94.8K
Avg Sales Price	\$112K	\$107K	\$135K	\$113K	\$115K	\$124K	\$114K	\$128K	\$145K	\$100K	\$127K	\$109K	\$89.4K
Avg Sales Price as a % of Avg List Price	94%	92%	90%	92%	94%	95%	94%	90%	95%	94%	97%	93%	94%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

**Filters Used**

County: Tazewell County, Virginia,  
Mercer County, West Virginia



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
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Avg Est Value	\$121K	\$127K	\$142K	\$127K	\$115K	\$116K	\$116K	\$111K	\$131K	\$114K	\$116K	\$132K	\$100K
Avg Sales Price	\$119K	\$117K	\$150K	\$123K	\$122K	\$131K	\$121K	\$143K	\$152K	\$107K	\$132K	\$118K	\$94.8K
Avg Sales Price as a % of Avg Est Value	99%	92%	106%	97%	106%	113%	104%	129%	115%	94%	113%	89%	95%

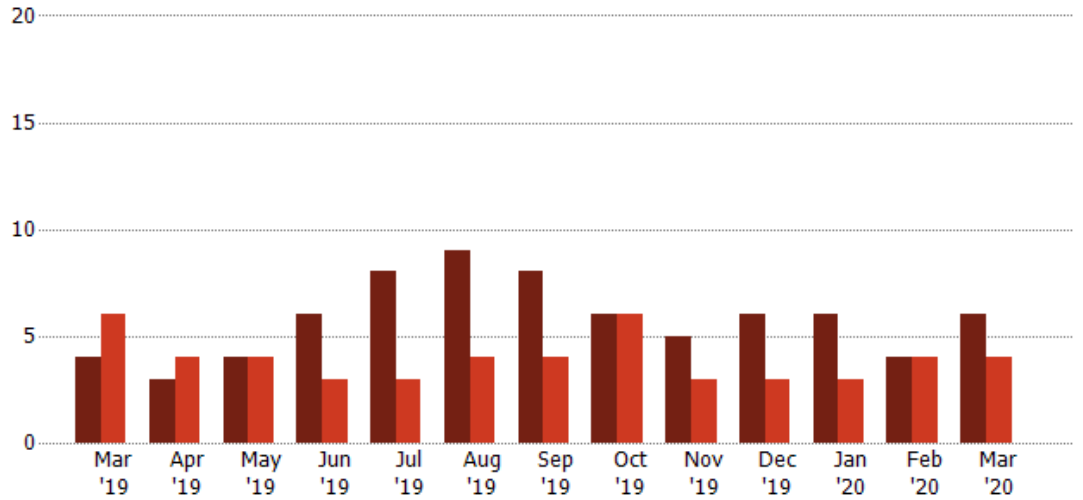
## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

### Filters Used

County: Tazewell County, Virginia,  
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Mar '20	6	50%
Mar '19	4	-33.3%
Mar '18	6	100%

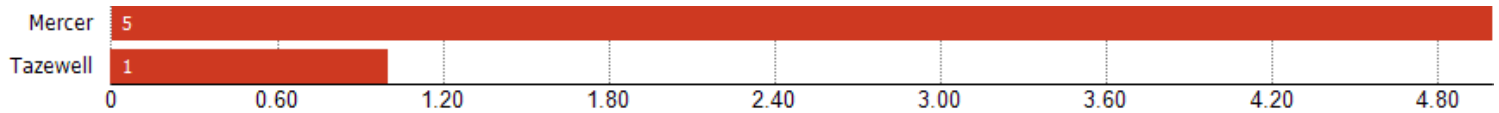


Current Year	4	3	4	6	8	9	8	6	5	6	6	4	6
Prior Year	6	4	4	3	3	4	4	6	3	3	3	4	4
Percent Change from Prior Year	-33%	-25%	0%	100%	167%	125%	100%	0%	67%	100%	100%	0%	50%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia





# Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

## Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 04/06/2020

**Scheduled:** Yes

**Report Date Range:** From 3/2019 To: 3/2020

## Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

## MLS Filter

MLS: All

## Listing Filters

Property Types: All

Sales Types: All

Price Range: None

## Location Filters

State: All

County: Tazewell County, Virginia    Mercer County, West Virginia

ZIP Code: All

## Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

## Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

## Distressed Charts

- Distressed Listings
- Distressed Sales

## Data Tables Using 3/2020 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area